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A Look At Issues

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Against the Grain

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A Look at Issues

From Your Editor

The Charleston Conference will be held **November 5-7, 1992**. You should get a flyer for the Conference at approximately the same time that you receive **ATG** for June. The theme of this year's conference is **The Medium is the Massage** and is based on the Marshall McLuhan and Robert Fiore book of the sixties. I can't tell you how old I felt, when NONE of the people who work for me knew OF the book or the author. Speakers include: Miriam Drake (Georgia Tech), Clifford Lynch (University of California), Connie Kelley (University of Virginia), Allan Wittman (Wittman Associates) and others. If any of you are interested in sending in a paper proposal, it's never too late.

Responses to the **Aqueduct Action Agenda** are everywhere over Internet and Bitnet. Apparently a hardcopy version will be distributed at ALA San Francisco. Besides positive response to

the Action Agenda, there is much concern about vendor service charges for serials and how they can be verified.

The economics of journals. As document delivery becomes more and more prevalent, pricing involves charging for the article rather than for the entire journal. In the print journal publishing environment, use of individual articles is not as much of a factor as it is in the document delivery environment. If articles are made available and an article doesn't get used, what happens? If authors are to be paid royalties for used royalties should they be charged if their articles are not used? As the economics of journals publishing changes these are just some of the issues that must be dealt with.

Use of resources. Libraries are frustrated by the lack of funds and are purchasing a progressively lesser piece of published information. This is caus-

ing some to talk about the use criterion as the basis for stocking the library book shelves. What does this model mean for libraries? Doesn't it change our entire collection development basis? What are the circulation statistics on the books in **Books for College Libraries-3**, for example? Was use a factor in selecting those materials? Should it have been?

Gille and Flumiani lists. And for those of you who are still buying books, the Gilles may be still around. According to informed sources, the ALCTS office has available at no charge, with a SASE, the Gille List. Requests can be sent to: Gille List, ALCTS Office, 50 E. Huron St., Chicago, IL 60611. And, don't forget, if you have a questionable order, your friendly book jobber can probably help. For example, Bob Schatz reported on Acqnet about the Academic Book Center's use of the term "RISK" for such types of titles. ☛

ATG Interview

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Angeles, we opened under that name. The second office was opened in San Francisco by Fred Gullette, again as Richard Abel Bookseller, Inc.

Columbia University Macaroni Factory Case

Then a major change was forced on us by the Columbia University Macaroni Factory Case. A guy in the mid-'50s, who owned a macaroni factory, had, on his death, given this macaroni factory — as a going business — to Columbia University. Columbia University continued to run it, but they contended that they didn't have to pay any taxes, because it was owned by a not-for-profit. The IRS took it to court. The case went through to the Supreme Court, which said: "Hey, this macaroni factory does, in fact, have to pay taxes." The IRS, then, in typical fashion, published a whole series of regs that were just tough as hell on not-for-profits. Not-for-profits could hardly have made change if these regs had been followed. Of course,

everybody in the not-for-profit sector was just terrified by all of this.

Well, the Trustees came to me and said: "We're shutting down Reed College Bookstore, Inc. The Federal regs on taxes will not permit us to have this thing on this campus, so we're shutting her down." Well, I argued with them about this decision and finally said, "OK, look, I'll buy the thing from you. We won't kill it. I will agree to move off this campus. I will change the name. And then, give me a year, and I'll move it off the campus too, so there will be no connection with the school in any way, shape or form. And I will leave Reed College Co-op behind. We will separate the two operations in the course of this year. We will separate out what the co-op is and what Reed College Bookstore is."

ATG: Like a divorce - and they would get another manager.

RA: That's right. I found another manager to run the Reed College Co-op and I moved the library selling operation off the campus and it became Richard Abel and Company, Inc. Rich-

ard Abel Bookseller in Los Angeles and San Francisco were rolled back into this new corporation. And that's the way that all happened.

Coming in the Next Issue — The Approval Plan is Born

